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Automotive News

NEWSPAPER

AUGUST 3, 1992

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late news

Mazda prices up $422 for '93

IRVINE, Calif. — Mazda Motor of America last week became the first of the Japanese makers to price its full line of 1993 vehicles in the United States.

The company announced an average increase of $422, or 2.9 percent, on cars. Truck prices were not changed.

The car price hike follows an increase of $732, or 5.1 percent, last spring. That boost included the pricing of its new 1993 MX-6, RX-7 and 626 lines. The 1993 prices of those three lines will go up another $280 to $750 Aug. 1.

The 1993 Mazda Miata convertible will be $15,300, an increase of $500.

MPV minivans have been increased $265 to $340. They went up $625 to $675 last spring.

Isuzu delays Gemini/Storm

TOKYO — Isuzu Motors Ltd., General Motors' Japanese affiliate, acknowledged last week that it has "postponed" development of the next-generation Gemini subcompact, sold in America as the Geo Storm. But the company denied that it is getting out of the car business.

Isuzu produced 130,447 passenger cars last year, including 89,000 for GM, but the company is known

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VW locks out Mexico workers

Request made to disband union at Golf-Jetta plant

ARLENA SAWYERS
Staff Reporter

In a move that has the potential to derail Volkswagen AG's recovery in the U.S. market, the German carmaker last week shut out 14,000 workers at its plant in Puebla, Mexico, and petitioned the government to disband the union.

The plant is the sole source of the new generation Golf and Jetta for the American market, two cars that analysts say are essential to turning around the company's fortunes in the United States.

VW's U.S. sales fell 29 percent last year from a year earlier and are off 21.7 percent for the first six months of 1992, to 40,444 units.

Sales of the Jetta, the company's top-seller in the United States, are down 16 percent in the first half to 17,004 units.

A Volkswagen of America Inc. spokeswoman, Maria Leonhauser, said last week the Puebla plant was closed because an internal dispute within the workers' union had created work stoppages on July 23, 24 and 27. "Some workers tried to enter the plant, but were blocked by a small group of individuals," she said. "There was some intimidation going on."

Volkswagen AG's only plant in North America has a history of violent labor problems.

In recent years, workers have been shot, teargassed and even kidnapped from the line as rival union factions have vied for control of the sprawling complex.

Production at the plant has been halted since July 21.

The Mexican Federal Arbitration and Conciliation Council will hold a hearing Aug. 7 to

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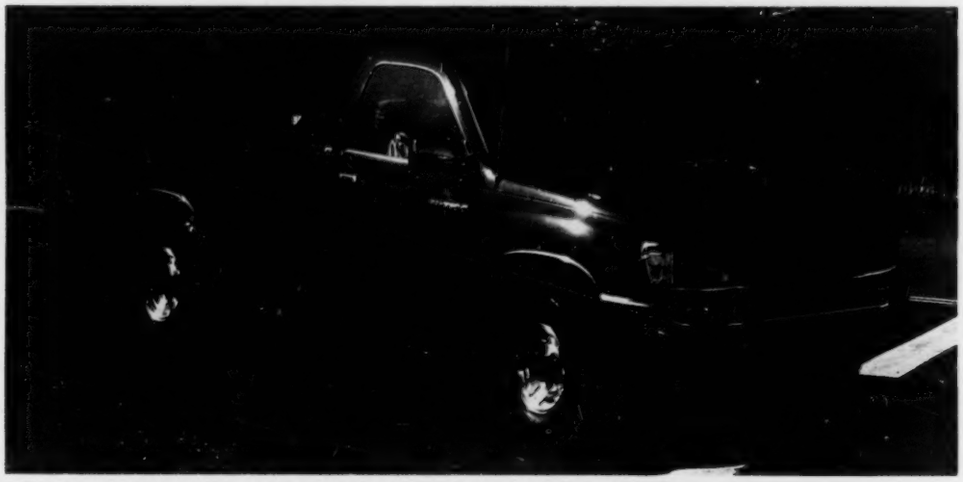

Toyota's new T100 pickup will initially be available with only a 3.0-liter V-6 engine.

Toyota rolls out big truck

'93 fits between Dakota and F-150

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Although it may not be the exact vehicle they asked for, Toyota Motor Corp.'s American executives finally have their large pickup truck.

After months of often-heated debate between Toyota Motor Sales U.S.A. and Toyota Motor Corp. in Japan, Toyota's U.S. executives began showing the all-new pickup truck to the press last week in Oregon and announced an on-sale date of Nov. 13.

Toyota executives project first-year sales of 50,000 to 60,000 units.

Despite the rollout and formal introduction date, parent-company officials in Japan still refused Friday to acknowledge that the controversial pickup truck exists or that Toyota has any plans to build one.

Toyota officials in America said they would not comment on details about the truck until Nov. 10.

The truck has been viewed as a political hot potato by Toyota officials in Japan because it will compete head-on in the last market segment owned by the Big 3, the full-sized pickup. The Ford F-series and Chevrolet's C/K pickups are the best-selling vehicles in America. Together with trucks from Dodge and GMC, the segment is about 1 million all-American units annually.

Called the T100, Toyota's new truck is smaller than the full-sized pickups and larger than the mid-sized Dodge Dakota. Toyota labels the truck an "intermediate."

Toyota dealers have wanted a truck bigger than their compact pickup so they could move customers up.

In exterior and interior dimensions, the T100 probably matches their wish list fairly closely. Three people can sit on bench seats, and the bed can carry a 4-by-8 sheet of building material between the wheel wells.

But Toyota made one major concession: There's no V-8 engine. The Big 3 trucks have V-8 options.

Toyota's new truck will enter the market this year with the same V-6 that is optional in its compact truck.

"It's very clear that this truck doesn't fulfill all the requirements that the Americans had about what they wanted it to be," said an auto analyst who has seen the truck. "There are some compromises. The engine is one of them."

The T100 will be offered in two-wheel-drive and four-wheel-drive versions and is about four inches shorter, narrower and lower than the Ford F-150, the leader in the full-sized pickup segment. Conversely, it is about six inches longer and wider than the Dodge Dakota, the only mid-sized truck

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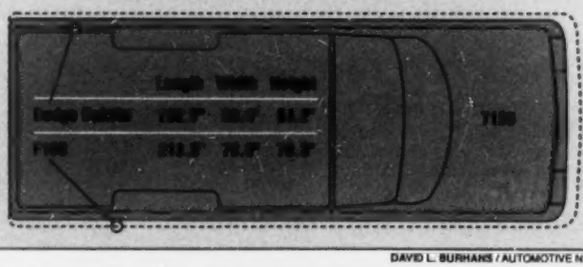
How Toyota T100 sizes up

Graphic compares size of Toyota's new T100 pickup to Ford F150 and Dodge Dakota with long beds.



DAVID L. BURHANS / AUTOMOTIVE NEWS

Suppliers buzz over 100 days of Lopez

AL FLEMING
Industry Editor

The man who won't be there — J. Ignacio Lopez — is bound to be the hottest topic of conversation among auto suppliers in Traverse City, Mich., this week.

Suppliers are buzzing over what many consider the 100 days of terror as they gather for the University of Michigan's Management Briefing Seminars.

Since becoming GM's vice president of worldwide purchasing three months ago, Lopez has been the most cussed and discussed Big 3 auto executive, and maybe the most controversial Detroit automotive figure since John Z. DeLorean.

The cussing comes over Lopez's unorthodox tactics, particularly his command that supplier contracts with GM be reopened and possibly renegotiated at bargain-basement prices.

Although many suppliers complain, none has yet confronted GM. Suppliers complain anonymously about broken contracts, but none has sued.

Some suppliers embrace Lopez as a savvy industrialist and fresh thinker, but more believe he is naive about the U.S. auto business and economically vicious. They say his tactics contradict GM's stated intention to cultivate harmony, teamwork and partnership with suppliers.

Other than an introductory meeting with chief executives of GM's top supplier companies in June, Lopez has shunned the pub-

see LOPEZ, 35

New president at Toyota gets plenty of help

MARY ANN MASKERY
Staff Reporter

TOKYO — Toyota Motor Corp. President Shoichiro Toyoda last week annointed his younger brother Tatsuro to succeed him in September, but set up a new management structure that keeps the new chief executive on an exceedingly short leash.

The succession — in all likelihood the last time that a member of the founding family will head the world's third largest automaker — had been widely expected. But many observers voiced surprise at how little management control was ceded to the president-designate.

Under the plan, the 63-year-old Tatsuro will be surrounded by a newly created palace guard consisting of his brother, who moves up to chairman; his 79-year-old cousin, Eiji, who becomes honorary chairman; a new vice chairman, Masami Iwaskai; and five new ex-

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Automotive News

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Women's issues a priority for Carolyn Forrest. PAGE 8

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$150 million deal made for Big 3 cars, parts. PAGE 16

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Inventory, as of August 1
Production, weekly by model

AUGUST 24
Production, weekly by model

AUGUST 31
Sales, 10 day (Aug. 11-20)
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66th year—No. 5458
Advertising Production Dept. (313) 446-6063
Circulation Department
In Michigan ..... (313) 446-0480
Outside Michigan 1-800-678-9595
Classified Ad Department ..... (313) 446-6065
Display Ad Department ..... (313) 446-6030
Editorial & Business Offices . (313) 446-6000
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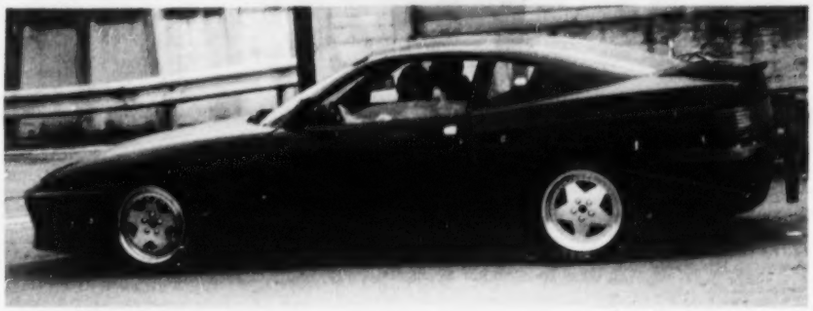
corrections

■ A July 20 story on Page 16 about Volkswagen of America misquoted spokesman Larry Nutson. His comment should have read: "We're basically out of the van business right now." The story also misindentified VW's new Eurovan.

■ Passenger-side airbags will be standard equipment on all 1993 Mercury Sable models and will be included in the base price. Based on information provided by Ford Motor Co., *Automotive News* incorrectly reported in a July 20 story on Page 3 that passenger side airbags are optional on the 1993 Sable. Ford Division last week said the passenger-side bag remains optional on the 1993 Taurus.

■ The July 27 editorial incorrectly reported the site of this month's Republican National Convention. It will be held in Houston.



HANS G. LEHMANN/HIDDEN IMAGE

A Ferrari for America

This spy photo shows a lightly disguised prototype of the new Ferrari 512 coupe, which will wear the America badge. The Pininfarina-designed replacement for the Ferrari 412 is expected to debut this fall at the Paris auto show. A convertible version, badged the 512 GT California, is set to launch a year later. Power will come from a new 400-horsepower V-12 engine.

latenews

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primarily for its trucks and light sport-utilities.

Isuzu reported a $381 million pre-tax loss for its fiscal year ended last October, and analysts consider the car sector a drain on the company's ability to recover.

— *Mary Ann Maskery*

Big 3 to appeal dumping ruling

The Big 3 may not be ready to accept defeat in their minivan dumping case against Toyota and Mazda. They have decided to appeal the June 24 decision by the International Trade Commission, which in effect ruled in favor of the Japanese automakers, a source familiar with the case said.

That appeal will probably be filed this week, the source said.

In a 4-2 vote, commissioners ruled the Big 3 did not suffer financial harm from Japanese pricing practices in the minivan market. Thus, no penalties were assessed against Japanese minivan importers, despite the fact that the U.S. Commerce Department had earlier found that Toyota and Mazda had "dumped" minivans at unfairly low prices.

The Big 3 have until Aug. 14 to begin the appeal process in New York at the U.S. Court of International Trade.

— *Max Gates*

House OKs hike of import tariff

The U.S. House of Representatives passed a tariff bill last Friday that includes a 25 percent duty on imported minivans and four-door sport-utilities.

The bill changes the classification of the vehicles from cars to trucks, and thus raises the duty 10-fold from the current 2.5 percent.

The higher tariff, championed by Rep. Sander Levin, D-Mich., is aimed exclusively at Japanese automakers because it exempts the only non-Japanese importers of multipurpose vehicles — Range Rover and Volkswagen.

Congress expects the higher tariff to produce an additional $215 million in revenues.

The Senate has not yet acted on tariff reclassification.

— *Max Gates*

Navistar seeks to cut benefits

Navistar International has filed suit in federal court, seeking to reduce benefits for some 40,000 retirees. The company says those benefits result in a cost disadvantage that threatens its solvency.

The UAW, which represents Navistar workers and retirees, has vowed to take "appropriate action."

An internal Navistar memo said the company has a $200 million cost disadvantage against competitors — $150 million of it in health care costs.

Navistar has a three-to-one ratio of active to retired employes. It also wants active employees to accept a new health plan with co-pays and deductibles. The UAW represents 7,000 Navistar employees.

— *Joseph Bohn*

Renault loses rights to Jeeps

Chrysler Corp. will terminate on Jan. 1, 1993, the agreement under which Renault distributes Jeep products in France.

Chrysler said last week that Sonauto, Chrysler's distributor of passenger cars and Voyager minivans in France, will begin selling the Jeep Grand Cherokee 4x4 in October and the Jeep Wrangler and Cherokee after Dec. 31.

Chrysler described the parting as "amicable." The change reflects Chrysler's decision to use only one distributor for Chrysler and Jeep vehicles in European markets, Chrysler said.

Renault will continue to service the Cherokee and Wrangler, Chrysler said.

Ford vans get $1,000 cheaper

DETROIT — Ford Motor Co. initiated a higher-than-anticipated $1,000 dealer cash incentive on E-150 van conversions for Aug. 1 to Sept. 23.

The program is in addition to a $1,300 consumer rebate and an extended 150-day free floorplanning the company has been offering on van conversions to Sept. 23.

For more on incentives, see Page 38.

— *Joseph Bohn*

Sales rep Bradley dies

DETROIT — Michael J. Bradley, 51, an *Automotive News* sales representative since 1984, died July 28.

Bradley's accounts included General Motors and Volkswagen of America.

"Mike Bradley was a wonderful human being and a terrific asset to *Automotive News*," said Keith Crain, *Automotive News* publisher. "He touched all of our lives and will be missed greatly."

Bradley was sales and marketing vice president of Suburban Communications Corp. in Livonia, Mich., before joining *Automotive News*. He also held advertising positions with the *Detroit Free Press* and had worked at several Detroit advertising agencies.

Bradley was involved in a number of community and professional activities and lectured on advertising to students at Northwood Institute in Midland, Mich.

Mike Bradley handled the GM and VWoA ad accounts.

"I've always called him the Pied Piper of enterprise," said Bob Ellis, chairman of the school's advertising department. "He wanted to encourage young people to aim for the kind of career they wanted."

Bradley is survived by his wife, Carol, two sons and one daughter.

briefly

A headache in the making

Now comes U.S. Rep. Charles Schumer, (D-N.Y.) with a modest proposal for legislation requiring that all major parts on cars and trucks produced carry a code number (or maybe a vehicle identification number) to deter car thieves and chop shops. It has manufacturers and dealers trembling because there are so many major parts. If you count fasteners, there are 10,000 parts in a typical car. The proposal also calls for establishment of a data base of all those parts and their numbers, and rules about checking the data base when replacing a part or junking a car. If car thieves would quit, we could save a lot of trouble.

SPEAKING OF STEALING — The California State Automobile Association is warning its 3 million members about curbside car sellers who bill themselves as "free-lance" dealers. They specialize in good-looking vehicles that are ready to fall apart, or they salvage cars built from the junk yard. "Typically, the seller works for a dealer but is 'curbing' on the side," says an association press release.

MORE FOR L.A. — General Motors and its Hughes Aircraft Co. subsidiary announced $18 million in support for the Rebuild L.A. effort. The package includes loans for businesses that rebuild in the riot areas and a pledge to buy $15 million more in parts from minority-owned supplier firms.

ALCOHOL FUELS LUMINAS — The state of Illinois took delivery last week of 12 **Chevrolet** Lumina sedans that run on E85 (15 percent gasoline/85 percent ethanol) for the state motor pool. Illinois ranks first in the nation in the production of ethanol, frequently referred to as corn alcohol, and second in production of corn. Corn whiskey, by the way, is something else entirely.

BANKER JOY — Chrysler Corp. Chairman Lee Iacocca, in talking about his company's renegotiated $6.8 billion credit line, said the Jeep Grand Cherokee production is sold out, and units are fetching $2,000 over list in California. "That's the kind of thing that gives a banker great solace," a beaming Iacocca told journalists.

50 HIGH FIVES — Toyota Motor Sales U.S.A. Inc. sent 50 needy Detroit youngsters to the Isiah Thomas basketball camp last week. At the camp, the kids learn good things about hoops and bad things about drugs.

STEMPEL'S PROMISE — General Motors Chairman Robert Stempel said all the right things at the National Urban League's 1992 Conference in San Diego last week. He said the downsizing and restructuring at GM "are not going to affect our continuing commitment to education or diversity in the work force, our dealer body or our suppliers." He said that GM hired 7 percent of all black engineering grads last year; that 21 percent of all GM's college hires were minorities, and that GM will increase minority-owned dealerships from 192 in December 1991 to 260 by December 1993.

COMPANY CARS — Some tidbits from a Runzheimer International Survey and Analysis of Business Car Policies and Practices: ☞ 76 percent of firms permit employees with company cars to use them for personal driving. ☞ In 1991, the average was 22,068 business miles, 4,405 personal miles. ☞ 30 percent of the time, employees buy their own gasoline for personal use of company cars.

Mazda lures dealers to ad association fold

KRISTINE STIVEN BREESE
Staff Reporter

IRVINE, Calif. — To get its dealers to join advertising associations and adopt company-approved marketing programs, Mazda Motor of America Inc. says it will match all association advertising expenditures dollar for dollar — with no limits.

Beginning Sept. 1, when the company launches its new regional marketing program, Mazda will assess a fee that is 1.25 percent of each vehicle's invoice. Money generated from that fee will be used for regional marketing efforts.

Participating dealer groups now are assessed a flat fee, usually $100 per unit sold, that goes into a fund Mazda matches on a program-by-program basis.

Balsiger: Dealers will benefit.

Under the new program, the 1.25 percent assessment will go into two funds.

One fund, the dealer marketing allowance, will be based on 0.25 percent of the car's invoice. All dealers will get that money back quarterly, regardless of what they association is doing.

The biggest chunk, 1 percent of invoice, will go into a local advertising fund. That money will be allocated to dealer ad associations depending on whether they are participating in the formal association program. For those that are, the money will be paid out monthly.

In areas where dealers have been unwilling or unable to form an association, Mazda will reimburse ad costs, but it will not match the funds to increase the overall advertising effort. Non-association dealers will also have to provide tear sheets and invoices.

For the dealers that join the new program, Mazda will also pay all creative production costs and meet quarterly with its dealer Supergroups to get their input on the advertising strategies.

While Mazda stresses that the association program is voluntary, the company is clearly making it a lot more attractive for dealers to sign on than to be left out in the cold.

Rick Balsiger, director of advertising, says he expects most dealers will opt to join the program. In fact, 350 of Mazda's 907 dealers have already been told about the program, and all have signed on.

Balsiger says the co-op funds will increase media buying power and improve Mazda's advertising coverage in each market by 45 percent on average.

Balsiger says the program proves the "new Mazda is more than just five new products — it is a new way of doing business."

Because the ad dollars will be tied to sales and there is no limit to what Mazda will pay in matching funds, he says it will be an incentive for dealers to sell more cars.

Chevy 1st in latest Power truck tally

ARLENA SAWYERS
Staff Reporter

The addition of all full-sized light trucks — vans, sport-utilities and pickups — to a highly regarded consumer survey put Chevrolet and its dealers in the driver's seat for sales satisfaction.

Chevrolet took first place in J.D. Power and Associates' New Light Truck Sales Satisfaction Index, which was released last week. Arch-rival Ford tied for fourth place in the survey with Toyota and Plymouth.

For the second year in a row, Lexus leads Power's New Car Sales Satisfaction Index, followed by Infiniti and Cadillac.

J.D. Power and Associates is an automotive marketing information firm headquartered in Agoura Hills, Calif.

About 36,000 car owners and 9,000 light-truck owners participated in the survey. Consumers rated their buying experiences in terms of salesperson performance, the delivery process and the initial condition of the vehicle.

The study was conducted after the first 90 days of ownership.

Power assigns points based on consumer response. The Power industry average is 115 for cars and 107 for trucks. Among the leaders, Lexus earned 151 points and Chevrolet truck earned 118.

Power does not disclose the scores of makes that rank below the industry average.

For the first time, the light-truck survey included owners of all full-sized light trucks as well as owners of compact trucks, vans and sport-utilities.

General Motors, Ford Motor Co., and Chrysler Corp. are the only manufacturers that sell full-sized pickups.

Joan McConnell, Power account executive, said owners of full-sized trucks were added to the survey to better reflect personal use in the total light-truck market.

As a group, owners of full-sized light trucks rated their sales experience higher than did buyers of compact trucks, McConnell said.

Evaluations of their sales experience by buyers of Chevrolet full-sized light trucks were 14 percent higher than the truck industry average.

"Had full-sized trucks not been involved, the industry average would have increased two points," McConnell said. "With full-sized trucks, the average went up six points."

Other GM products and dealers fared well in the truck Sales Satisfaction Index survey. Oldsmobile finished second with 117 points, and GMC was third with 116. Ford, Toyota and Plymouth tied for fourth with 111 points.

Although only seven points separated Chevrolet trucks from fourth place, Chevrolet General Manager Jim Perkins was elated.

"If I could, I'd give every one of our 4,500 dealers a Texas-size hug," Perkins said.

He said the latest survey results coupled with Power's earlier Initial Quality Study, which ranked Chevrolet the full-sized pickup leader, represent a "one-two punch" for Chevrolet.

Until 1991, Mercedes-Benz held the top spot in the car Sales Satisfaction Index survey. Mercedes tumbled to fifth place in 1991 and to sixth place in 1992.

In 1992, Lexus topped second-place Infiniti by only one point. Cadillac slipped from second place in 1991 to third place in 1992. Saturn moved up from sixth place in 1991 to fourth place this year.

While no domestic has achieved the top position in the car Sales Satisfaction Index survey, they lead the industry in sales satisfaction as a group with a score of 120. European makes have an overall score of 111, followed by Asian makes at 107.

1992 NEW LIGHT-TRUCK SSI LEADERS

Chevrolet	118
Oldsmobile	117
GMC	116
Toyota	111
Ford	111
Plymouth	111
Industry average	**107**

Source: J.D. Power and Associates

1992 NEW CAR SSI LEADERS

Lexus	151
Infiniti	150
Cadillac	145
Saturn	137
Lincoln	134
Mercedes-Benz	132
Buick	131
Oldsmobile	127
Mercury	127
Audi	125
Chrysler	121
Jaguar	118
Volvo	116
Industry average	**115**

Source: J.D. Power and Associates

FORD AND CHRYSLER NET EARNINGS

(In millions)

	Second Quarter 1992	Second Quarter 1991	First Quarter 1992
Ford Motor Co.			
Sales	$26,800	$23,850	$24,500
Net Income (Loss)	502	(324)	338
Chrysler Corp.			
Sales	9,310	7,800	8,190
Net Income (Loss)	178	(212)	(13)

Source: Manufacturers

Ford and Chrysler profitable but wary

CHARLES M. THOMAS
Staff Reporter

Despite robust second quarter profits at Ford Motor Co. and Chrysler Corp. that were driven by reduced costs and high-margin truck sales, officials at both companies remain cautious about the third quarter — normally the weakest — and the economy's persistent malaise.

Chrysler boasted surprisingly stronger earnings than securities analysts expected, giving the company its best quarter in two years.

The automaker reported net earnings of $178 million for the quarter, compared with a net loss of $212 million for the same period a year ago. Higher production, lower incentive costs and improved sales of minivans, trucks and Jeeps bolstered earnings.

"We achieved these results despite the second quarter launch costs for the new LH mid-sized sedans and the Jeep Grand Cherokee, which by the way, is starting to give us some real bite in the retail market," said Chrysler Chairman Lee Iacocca.

Iacocca: holds line on LH

Ford posted second quarter net earnings of $502 million, compared with a loss of $324 million in the second quarter of 1991.

"Although we are pleased with the improvements achieved by Ford so far this year, we recognize the rest of 1992 will remain challenging," said Chairman Harold Poling. "The U.S. economy, while improving, is still fragile, as are the economies in many of Ford's key overseas markets."

General Motors will report its profits this week. Securities analysts say earnings could be as high as $479 million, but will be erased by a $749.4 million restructuring cost at its Hughes Aircraft subsidiary.

Vehicle production was a key to the rise in earnings. Production for the industry averaged 2.9 million units in the second quarter, compared with 2.9 million units for the same period in 1991.

Incentive costs fell slightly at Chrysler to $1,250 per vehicle in the second quarter compared with $1,300 per vehicle for the same period in 1991.

Chrysler's ongoing cost cutting — $1 billion this year — also helped earnings.

Apparently, the automaker also held the line on costs associated with launching its LH models.

Truck and minivan sales soared as traditional car buyers crossed over to minivans and sport-utilities.

Chrysler Financial Corp. posted second quarter earnings of $49 million after a $24 million writeoff on assets the company is selling.

Ford's Financial Services Group buoyed company earnings by contributing $289 million in the second quarter, up $46 million from the same quarter in 1991.

Both companies also reduced sales to daily rental car fleets as retail sales began climbing. Automakers make more money on retail sales than fleet sales.

David McCammon, Ford vice president of finance, said incentive costs dropped to $900 per vehicle in the second quarter from $1,000 per vehicle for the same period in 1991. "Dealer orders are good so we will be able to maintain plant schedules," he said.

McCammon: fewer fleet sales

But McCammon stopped short of saying the auto industry is the bright spot in an overall lethargic economy, and that it could lead the recovery. "The outlook is encouraging and consumer confidence for autos is up," he said.

But he noted that "the economy is growing at a slow rate, unemployment is high at 7.8 percent, the commercial real estate market is overbuilt and the housing mar-

Alaska finds Nissan dealer's ad fishy

IAN MADER
The Associated Press

ANCHORAGE, Alaska — A car dealer who drove his trucks into a salmon stream to film a commercial pulled the ad off the air after the state warned him that he could face imprisonment and a $200,000 fine.

The dealer, Don Reed of Fairbanks Nissan-Volkswagen-Honda Inc., said the advertisement has been withdrawn from all local television stations.

The dealer also issued a public statement that the operation of vehicles in designated important waters where fish spawn is prohibited.

As a result, Cameron Leonard, an assistant attorney general, said the state will not pursue a criminal case against Reed.

It was illegal for the company to drive trucks into the Chatanika River, a state-designated salmon

Weber, the habitat biologist at the state Department of Fish and Game. "It's clearly against the law, and (the commercial gave) the public the idea that this is a fun thing to do — to drive through salmon rivers."

Driving a truck into the Chatanika could crush eggs and disrupt migrations, Weber said.

Biologists from the Department of Fish and Game got involved when an Alaska State Trooper saw the truck ad, recognized the stream and reported the apparent violation to authorities.

Reed, who narrates and stars in the commercial, said he was trying to promote the all-terrain capability of his Nissan trucks.

The ad showed three trucks sitting in a few inches of water.

"The gist of the commercial is there are a lot of beautiful places to go in Alaska, and Fairbanks Nissan will get you there," he said. "We did not operate ... [illegible] ... that we were doing anything illegal. Then again, there are little, bitty salmon in the rocks."

Said Reed, "We had a Ph.D. come over here and explain everything to us, and she told us to pull the ads, and we've pulled the ads."

The incident left Reed and his ad agency somewhat baffled.

"I don't understand why they made such a big deal about it," said Reed.

Environmental groups found it less trivial.

"We think it is really irresponsible to encourage that kind of behavior," said Kevin Harun, executive director of the Alaska Center for the Environment. "Just think of what would happen if everyone would take Nissan up on their vision of driving their vehicles through salmon habitat."

Automotive News Special Correspondent Gwendolyn Zonghetti contributed

TOYOTA

New structure gives advisors to president

continued from PAGE 1

ecutive vice presidents.

All including Eiji, the family patriarch, will retain active management roles, Shoichiro said.

"Future management should not depend on a single leader," Toyoda said at a news conference to announce the change.

"Rather, there should be a group. Three plus five — all eight — will be consulted in decisions of the company, so fields of responsibility may not be clearly defined."

Shoichiro and his cousin have jointly run Toyota with an iron hand since 1982, when Eiji stepped aside as president and became chairman. Thus, although the titles will change in September, the new management structure seems to guarantee that the Shoichiro-Eiji reign will continue.

"I don't think there will be any major change in management," said industry analyst Koji Endo of S.G. Warburg Securities in Tokyo. "For the first few years at least, Shoichiro will still be making the big decisions."

Toyoda said he selected his brother to succeed him "because of his broad experience in production, sales and overseas operations. He is the best qualified person."

Toyoda said the new environment for the auto industry, with its emphasis on globalization, provided the background for selecting the new management team.

DAVID NELSON

Shoichiro Toyoda, left, at the press conference last week in Japan announcing that his brother, Tatsuro, right, has been named the new president of Toyota Motor Corp.

"We are fully cognizant of the tides of the age," he said.

Fluent in English and widely considered to be the most internationally sensitive member of Toyota's founding family, the younger Toyoda served as the first president of Toyota's joint venture with General Motors in California, New United Motor Manufacturing Inc., from 1984-1986.

Altogether, he has spent 12 years in the United States, and holds a master's degree in business from New York University.

The new president will thus present a more international face for a company that has been tied to a provincial base in central Japan since its founding by Kiichiro Toyoda in 1937.

Tatsuro himself, however, softly deferred any questions on what he planned to do as president.

"I will consult with the new chairman and honorary chairman to formulate new policy," he said.

The appointment triggered several questions about the role of family management.

But Shoichiro, pointing out that the family owns less than 2 percent of Toyota's shares, rejected intimations of a dynasty.

"Corporate management is not handed over from one generation to another," he said.

Indeed, he said, Tatsuro likely will be the last Toyoda to head the automaker.

"We are the last generation," he said. "We will be exhausting the family."

The next president is expected to come from the new corps of executive vice presidents. Two likely candidates are Iwao Isomura, who has experience in personnel, and Hiroshi Okuda, who has spent much of his career in finance.

Mexico sales rise 12.6% for first six months of '92

ANNE E. WRIGHT
Chief Statistician

New-vehicle sales in Mexico rose 17.5 percent in June, the sixth consecutive month of increases in 1992.

Each of the five large automakers posted increases for the month:

- Chrysler lead with a 40.4 percent increase.
- Ford rose 30.4 percent.
- General Motors gained 15.3 percent.
- Nissan was up 14.4 percent.
- Volkswagen was up 1.9 percent.

Overall sales of cars and trucks for the five companies rose 18.3 percent in June. Other truck makers gained 1.6 percent from 1991.

Through the first half of 1992, new vehicle sales are up 12.6 percent. The nation's five automakers were up 12.2 percent and sales by other truck firms were up 21.9 percent at the half-year mark.

Mexico vehicle production mimicked sales with the sixth month of consecutive increases in 1992.

The Big Five produced 101,176 vehicles in June, 26.6 percent more vehicles than the year-ago month, while other truckmakers slipped 10.4 percent to 2,213. For the year, the other truckmakers are up 9.2 percent.

For the first six months of 1992, total vehicle production in Mexico was 566,686, 20.9 percent above the same period in 1991.

Export car production in Mexico for the first half of the year was 211,486, an increase of 36.7 percent from 1991. Most vehicles produced for export in Mexico are headed for the United States.

MEXICO CAR AND TRUCK SALES

	June 1992	June 1991	6 mos. 1992	6 mos. 1991
Cars	7,261	5,214	42,204	28,346
Trucks	4,717	3,315	26,266	22,831
Imports	7	9	337	539
CHRYSLER	**11,985**	**8,538**	**68,807**	**51,716**
Cars	6,148	4,297	31,822	29,388
Trucks	5,528	4,766	30,311	29,330
Imports	196	44	196	1,660
FORD	**11,872**	**9,107**	**62,329**	**60,378**
Cars	4,242	3,540	27,278	19,946
Trucks	7,173	6,179	37,461	34,898
Imports	4	184	1,674	2,623
GM	**11,419**	**9,903**	**66,413**	**57,467**
Cars	8,549	7,494	45,744	42,677
Trucks	3,455	2,987	18,030	17,125
Imports	5	20	1,359	682
NISSAN	**12,009**	**10,501**	**65,133**	**60,484**
Cars	12,664	12,814	75,135	71,679
Trucks	1,484	1,066	7,051	5,670
Imports	0	2	2	58
VOLKSWAGEN	**14,148**	**13,882**	**82,188**	**77,407**
Cars	38,864	33,359	222,183	192,036
Trucks	22,357	18,313	119,119	109,854
Imports	212	259	3,568	5,562
TOTAL BIG 5	**51,433**	**51,931**	**344,870**	**307,452**
OTHER TRUCK MAKERS	**2,539**	**2,500**	**15,679**	**12,864**
TOTAL INDUSTRY	**63,972**	**54,431**	**360,549**	**320,316**

*Truckmakers Dina, Kenworth, Mexicana de Autobuses, Mercedes-Benz, Victor Patron and Trailers de Monterrey; includes tractor trailers and buses.
Source: Mexican Automotive Industry Association

MEXICO CAR AND TRUCK PRODUCTION

	June 1992	June 1991	6 mos. 1992	6 mos. 1991
Cars for Mexico	7,321	5,187	42,448	28,265
Cars for export	7,952	5,246	43,681	32,731
Trucks for Mexico	4,736	3,443	26,740	22,930
Trucks for export	2,878	735	14,303	3,175
CHRYSLER	**22,887**	**14,611**	**127,172**	**87,101**
Cars for Mexico	6,161	4,866	32,244	30,032
Cars for export	13,678	8,402	69,508	42,911
Trucks for Mexico	5,272	4,931	30,737	29,295
FORD	**25,111**	**18,199**	**132,489**	**102,238**
Cars for Mexico	4,516	3,608	28,197	19,372
Cars for export	7,612	7,480	36,774	37,594
Trucks for Mexico	6,728	5,937	38,123	35,020
GM	**18,856**	**17,025**	**103,094**	**91,986**
Cars for Mexico	8,619	7,517	45,813	42,781
Cars for export	2,368	1,486	10,325	8,397
Trucks for Mexico	3,457	2,982	18,038	17,307
Trucks for export	1,179	431	5,648	3,013
NISSAN	**15,623**	**12,416**	**79,824**	**71,498**
Cars for Mexico	11,023	12,043	70,988	70,427
Cars for export	6,335	4,630	31,247	26,851
Trucks for Mexico	1,341	987	7,636	5,622
VOLKSWAGEN	**18,699**	**17,660**	**109,871**	**102,900**
Cars for Mexico	37,640	33,221	219,690	190,877
Cars for export	37,945	27,244	191,535	148,484
Trucks for Mexico	21,534	18,280	121,274	110,174
Trucks for export	4,057	1,166	19,951	6,188
TOTAL BIG 5	**101,176**	**79,911**	**552,450**	**455,723**
Trucks for Mexico	2,213	2,469	14,236	13,031
Trucks for export	0	0	0	2
OTHER TRUCK MAKERS	**2,213**	**2,469**	**14,236**	**13,033**
TOTAL INDUSTRY	**103,389**	**82,380**	**566,686**	**468,756**

*Truckmakers Dina, Kenworth, Mexicana de Autobuses, Mercedes-Benz, Victor Patron and Trailers de Monterrey; includes tractor trailers and buses.
Source: Mexican Automotive Industry Association

Scoupe has first Hyundai engine

KRISTINE STIVEN BREESE
Staff Reporter

FOUNTAIN VALLEY, Calif. — Hyundai Motor America President D.O. Chung says that beginning with the 1994 model year, the company will have one new product every year for five years.

In the meantime, the 1993 Scoupe sport coupe will have the first engine ever developed and built by South Korea's Hyundai Motor Corp., and the Elantra will have a new engine from Mitsubishi Motors Corp.

INTRO-'93

SCOUPE: The Scoupe's new Alpha engine is a 1.5-liter, 12-valve, multiport-fuel-injection four-cylinder. It produces 92 horsepower at 5,500 rpm. It has a cast iron block with aluminum head, cast iron crankshaft and carbon steel connecting rods. Hyundai's engineers in Korea have been working on the Alpha engine for six years.

Hyundai says it will still buy engines from Mitsubishi "when it makes sense." But as the name of the new engine suggests, the Alpha is the first of a series of Hyundai-engineered and built engines the company is planning.

The Alpha engine has 14 percent more horsepower and torque than the engine it replaces. The new powerplant will be used in both the base and LS models.

A turbo version of the engine will be Hyundai's first turbo.

For 1993, the Scoupe has styling updates and the first engine designed and built by Hyundai.

Even with the new engine, Hyundai says it plans to keep prices close to 1992 stickers. The base model is expected to be about $8,999, compared with $8,799 for 1992. The turbo option has not been priced yet.

Also new for 1993 are the front fenders and flush-mounted reflector headlights.

ELANTRA: Introduced in the United States as a 1992 model, the Elantra has a new engine after only one year. The base five-speed model retains the 1.6-liter, inline four-cylinder engine, but other models have a 1.8-liter, double-overhead-camshaft 16-valve engine as standard equipment.

The new engine has dual counter-rotating balance shafts to reduce vibration, and it generates 124 hp and 116 pounds-feet of torque.

The Elantra again is offered in two trim levels, base and GLS. Hyundai says it will be able to keep pricing "essentially the same" for 1993, meaning it will start around $8,999. Dealers will begin receiving the 1993 Elantras in October.

SONATA: With the Sonata due to be replaced next year, Hyundai is leaving it unchanged for the 1993 model year except for a new grille and the addition of full wheel covers.

EXCEL: For 1993, the Excel has new wheel covers and a black grille.

HYUNDAI FOR 1993

Model	Wheelbase (inches)	Length (inches)	Width (inches)	Height (inches)	Curb Weight (pounds)	Base engine	Drive type	Body styles
Scoupe	93.8	165.9	63.9	52.1	1,987	1.5L, I-4	fwd	2-dr.
Elantra	98.4	171.6	65.9	54.5	2,452	1.6L, I-4	fwd	4-dr.
Sonata	104.3	184.3	68.9	55.4	2,723	2.0L, I-4	fwd	4-dr.
Excel	93.8	161.4	63.3	54.5	2,147	1.5L, I-4	fwd	3-dr.

Southeast Toyota suit settled

LINDSAY CHAPPELL
Staff Reporter

Toyota Motor Corp.'s independent distributor for the southeastern United States has agreed to settle a $22.3 million lawsuit brought by a former Toyota dealer in Anniston, Ala.

Carl Ivy, former owner of three Toyota dealerships in Alabama, had accused Southeast Toyota Distributors Inc. of forcing him out of business by denying him adequate inventory in the late 1980s.

Ivy charged that the company pressured him to sell his dealership in order to award it to more aggressive owners.

Southeast Toyota denied the charges.

The parties in the suit agreed not to disclose the settlement amount.

The exclusive distributor is facing about a dozen lawsuits from former and current dealers around its five-state territory of Florida, Georgia, Alabama, North Carolina and South Carolina.

The settlement is a departure from Southeast Toyota's strategy in dealing with the litigation.

The company has vowed to fight the suits, most of which allege that Southeast Toyota engaged in predatory business practices by misallocating vehicles.

Earlier this year, a South Carolina jury ordered the company to pay a current dealer in that state $16.5 million. In North Carolina, state officials also ordered the distributor to pay $3 million in fines for obstructing justice.

A spokeswoman for the distributor said the company intends to fight the remaining lawsuits, not settle them.

The Ivy case went to trial earlier this year, but the judge ordered a mistrial after a witness speculated about the personal wealth of Southeast Toyota owner James Moran.

Under Alabama law, juries are not allowed to consider a defendant's wealth.

The suit was settled three days before a new trial with a new jury was scheduled to start.

Battery firm offers warranty

SALT LAKE CITY — A Utah company has announced a 100,000-mile warranty on its battery pack for a retrofitted electric pickup truck.

B.A.T. Technology Inc. said that in the 1993 model year, it will retrofit about 500 new Ford Ranger pickups with its Ultra Force lead-acid battery pack and DC electric motors.

The company, a subsidiary of October Associates of West Valley, Utah, says it will escrow the price of a replacement battery pack for three years in the customer's name to back up the battery warranty. The company also said it will warranty the trucks to achieve at least a 100-mile range per charge.

Company President Joseph LaStella, a former power company engineer, said B.A.T. Technology has developed a catalyst additive for the electrolyte that retards sulfation of battery plates and has a lower impedence, allowing for faster recharges and deeper discharges.

He said the batteries hold 20 kilowatts of power, equal to about 27 horsepower.

LaStella said the first 25 Rangers will be sold for $22,900. He did not announce subsequent pricing.

The company's plant in Springville, Utah, has an annual capacity of more than 1,000 units, he said.

The DC motor will be linked to Ford's five-speed manual transmission, he said. He added that with the battery pack, the truck's payload is reduced from about 1,600 pounds to 800 pounds.

INCENTIVE WATCH— DEALER INCENTIVES

CONTINUING PROGRAMS

ACURA (1992 models; expires Aug. 3)
Integra $500

AUDI (1991 models, no expiration date)
Audi 100 and 200 $1,500
Audi 90 $1,000
Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)
750iL (1991) $10,000

CHEVROLET (1992 models, expires Sept. 23)
Corvette ZR-1 $2,000
Other Corvette $1,000
G van conversion $1,000

FORD (1992 models; expires Sept. 23)
Taurus SHO (demos) $2,000
Econoline van conversion $750

GMC (1992 models; expires Sept. 23)
G van conversion $750-1,000, quota

HONDA (1992 models; expires Aug. 3)
Accord $200-1,500 based on quota
Civic $400

ISUZU (expires Sept. 30)
Impluse (1991) $2,500
Impulse (1992) $1,500
Stylus (1991 Calif.) $800-2,000
Stylus (1991) $800-1,100
Stylus (1992) $500
*Pickup (1991-'92) $800-1,600
*Rodeo (1991-'92) $400-1,400
*Dealer can choose flat payment or one based on number sold.
Dealer has the option to sharing rebate with buyer.

LOTUS (1991, no expiration date)
Elan $5,000
Esprit Turbo $11,000-15,000

NISSAN (1992 models; expires Sept. 30)
Maxima SE $250
Sentra 2-dr. $800
Other Sentra $950
Maxima GXE $1,000
240SX (except conv.) $1,000
Stanza $2,000
Pickup $1,750

PEUGEOT (no expiration date)
405 $5,000
505 $6,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)
911 Carrera 2, 928 $9,500
911 Carrera 4 $13,500
911 Turbo $14,000

SUBARU (1992 models, expires Aug. 3)
Loyale $500
Legacy (invoiced before Feb. 4) $1,000
Legacy (invoiced after Feb. 4) $1,500

SUZUKI (expires Aug. 3)
Swift (1992) $400-700
Sidekick (1992) $700-1,500
Swift (1991) $700-1,000
Sidekick (1991) $500-1,000

TOYOTA (expires Aug. 3)
Tercel (1991-92) 0-$300, quota
Corolla (1992) $700-$1,500, quota
Pickups $200-1,400, quota

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.
(Expires Aug. 31; 1991-92 models unless otherwise indicated; in lieu of rebates, finance rates of 4.9 to 9.9 percent are offered.)
Chrysler Imperial, New Yorker, Fifth Avenue $1,500
LeBaron Coupe, (1991-93) $1,500
Imperial ('93), Fifth Ave. ('93) $1,250
New Yorker Salon, LeBaron sedan and convertible $1,000
New Yorker Salon ('93) $750
Dodge Daytona ('91) $1,500
Spirit, Dynasty $1,000
Daytona ('92-'93) $1,000
Dynasty ('93) $750
Shadow $700
Colt 3-dr. (excludes Calif. and Hawaii) $700
Dodge Ramcharger $2,000
Ram pickup (gas, '91-93) $1,500
Ram wagon, van/conversion ('91-93) $1,000
Dakota, Ram 50 $500
Eagle Talon (awd) $1,500
Talon (2wd) $1,000
Summit 4 door $1,000
Summit 3-dr. (except Calif. and Hawaii) $700
Summit wagon ('92) $500
Jeep Cherokee $1,500
Wrangler, Comanche $500
Cherokee ('93) $500
Plymouth Laser (awd) $1,500
Acclaim, Laser (2wd) $1,000
Sundance $700
Colt 3-dr. (except Calif. and Hawaii) $700
Vista $500
Minivans Short wheelbase $500
Caravan C/V short and long w.b. $500
Long wheelbase Calif. and) Hawaii only) $500

FORD MOTOR CO.
1993 models
Expires Sept. 23. In lieu of rebates, 7.9 percent financing is available.
Ford Festiva $500
Escort (regional) 0-$400
Mercury Capri $500
Tracer (regional) 0-$400

1992 models
Expires Sept. 23. In lieu of rebates, financing rates of 2.9 to 7.9 percent are offered.
Ford Probe, Thunderbird $1,500
Festiva, Taurus SHO $1,000
Other Taurus (regional) $750-1,000
Mustang (regional) $500-1,000
Tempo, Crown Victoria $500
Escort (regional) $400-1,000
Ford Econoline RV $1,300
Bronco $1,000
Ranger (regional) $750-1,000
Aerostar (regional) $500-1,000
F series $300
Lincoln Mark VII $3,000
Town Car $2,000
Continental $2,000
Mercury Cougar $1,500
Capri (regional) $1,000-1,500
Sable (regional) $750-1,000
Tracer (regional) $400-1,000
Grand Marquis $750
Topaz $500
Crown Victoria; Grand Marquis for owners of Ford Motor Co. products $1,000

GENERAL MOTORS
1992 models
Expires Sept. 23. In lieu of rebates, financer rates of 2.9 to 6.9 percent are offered. Some rebates vary by regions.
Buick Century, LeSabre $250-1,000
Skylark $500-1,250
Regal $750-1,500
Roadmaster, Park Avenue $1,000
Riviera $2,000
Rebates based on option package ordered.
Cadillac DeVille, Brougham, Fleetwood $2,500
Chevrolet Geo Metro (manual), Camaro, Corsica, Beretta, Caprice $500
Geo Metro (automatic) $700
Cavalier $750
Geo Metro conv. $1,000
Geo Storm, Geo Prizm, Lumina $1,500
Chevrolet C/K pickups $300
Astro, G-Van $500
Geo Tracker (2wd), S/T pickup $750
Lumina APV $750
Geo Tracker (4wd) $1,000
G-Van Upfit $1,300
S/T Blazer $2,000
GMC G-Van, Safari $500
Sonoma $750
Jimmy (exclude Typhoon) $2,000
Oldsmobile Sihouette, Eighty Eight $500-1,000
Cutlass Supreme $500-1,250
Custom Cruiser, Bravada $500-2,000
Toronado $500-2,500
Achieva $750
Cutlass Ciera $1,000
Ninety Eight $1,500
Some rebates may vary by region.
Pontiac Sunbird, Grand Am $500
Grand Prix $500-750
Bonneville, Firebird Trans Sport $750
Rebates vary by geographical areas.

1991 models
Chevrolet Geo Storm (expires Sept. 23) $750

HYUNDAI (expires Oct.2)
Sonata ('91) $2,000
Excel ('91) $1,200
Scoupe SE ('91) $1,000
Other Scoupe ('91) $1,500
Sonata ('92) $1,500-$2,000
Elantra ('92) $750-1,000
Excel ('92) $500-750
Scoupe ('92) $500-750

MAZDA (1992 models, expire Sept. 6)
Protege, MX-6 $1,400
626 $1,200
MPV $1,000
Navajo $750-1,500
Pickups $750-1,000
Navajo and pickup rebates vary by model and region.

SUBARU (1992 models, expire Aug. 3)
Loyale (fwd sedans) $500
Loyale (awd sedans) $500

calendar

GENERAL — '92

Aug. 5-7 — University of Michigan Automotive Management Briefing, University of Michigan and *Automotive News,* Grand Traverse Resort, Traverse City, Mich., (313) 764-5592

Aug. 10-13 — Future Transportation Technology Conference & Exposition, Westin South Coast Plaza Hotel, Costa Mesa, Calif., (313) 649-0420

Aug. 11-15 — Glass Management Institute, National Glass Association, Georgetown University, Washington, (703) 442-4890

Aug. 25-27 — Auto-Tech '92, Automotive Industry Action Group, Cobo Conference and Exhibition Center, Detroit, (313) 358-3570

Sept. 8-13 — Automechanika (trade fair for automobile workshop and service station equipment and auto parts and accessories), Messe Frankfurt GmbH, Frankfurt Fair and Exhibition Centre, Frankfurt, (069) 75 75 6320

Sept. 9-10 — LP-Gas Alternative Fuel Symposium, National Propane Gas Association and LP-Gas Clean Fuels Coalition, Sheraton International at O'Hare, Chicago, (708) 515-0600.

Sept. 9-16 — Manufacturing '92, Society of Manufacturing Engineers, McCormick Place, Chicago, (800) 733-4SME

Sept. 9-17 — International Machine Tool Show, Association for Manufacturing Technology, McCormick Place, Chicago, (703) 827-5288

Sept. 14-17 — SAE International Off-Highway & Powerplant Congress & Exposition, Milwaukee Exposition Convention Center & Arena, Milwaukee, (412) 776-4842, Ext. 456

Sept. 16-19 — National Association of Fleet Resale Dealers, annual conference, World Center Hotel, Orlando, Fla., (310) 203-0907

Sept. 19-24 — International Corrosion Congress, National Association of Corrosion Engineers, Westin Galleria Hotel, Houston, (713) 492-0535

Sept. 26 — Second Annual Walter Mitty Motors Mini-Grand Prix, Grand Rapids, Mich., (616) 942-7866

Sept. 28-Oct. 1 — Passenger Car Meeting & Exposition, Hyatt Regency, Dearborn, Mich., (313) 649-0420

Sept. 29-Oct. 2 — Natural Gas Vehicles Conference, American Gas Association and Natural Gas Vehicle Coalition, Walt Disney World, Orlando, Fla., (703) 841-8574

Oct. 2-4 — Consumer Automotive Products & Services Exposition, Automotive Parts & Accessories Association, McCormick Place West, Chicago

Oct. 5-7 — Quality Upstream conference and exposition, Engineering Society and American Society for Quality Control, Chrysler Technology Center, Auburn Hills, Mich., (313) 995-4440

Oct. 18-31 — Automotive Dismantlers and Recyclers Association Convention, Hyatt Regency, Phoenix, (703) 385-1001

Oct. 19-21 — Convergence '92, SAE and Institute of Electrical and Electronics Engineers, Hyatt Regency, Dearborn, Mich., (313) 594-7648

Oct. 21-23 — National Electric Vehicle Infrastructure Conference, Electric Power Research Institute and Pacific Gas and Electric Co., Mark Hopkins Hotel, San Francisco, (415) 855-2010

Oct. 27-28 — Tyretech '92, *European Rubber Journal* and Rapra Technology Limited, Novotel le Bagnolet, Paris, 44(0)71 608 1116

Oct. 27-29 — Regional Technical Conference of The Society of Plastics Engineers Chicago Section, Sheraton O'Hare, Rosemont, Ill., (312) 463-6150

Oct. 27-30 — 15th World Energy Engineering Congress, Georgia World Congress Center, Atlanta, (404) 446-0007

Oct. 28-31 — Automotive Dismantlers & Recyclers Association 49th Annual Convention and Exposition, The Phoenix Civic Plaza, Phoenix, (703) 385-1001.

Nov. 1-4 — Stapp Car Crash Conference, SAE, Stouffer Madison Hotel, Seattle, (412) 776-4841

Nov. 3-6 — Automotive Aftermarket Industry Week; Automotive Service Industry Association, Motor and Equipment Manufacturers Association, Specialty Equipment Market Association and Automotive Parts & Accessories Association; Las Vegas, (619) 284-9268 or (708) 850-7779

Nov. 18-19 — Auto Recycle '92 Conference, Schotland Business Research Inc., Radisson Plaza Hotel, Southfield, Mich., (609) 520-0100

DEALER CONVENTIONS — '92

Oct. 25-28 — Federation of Automobile Dealer Associations of Canada, Quebec City, (416) 940-4959

AUTO SHOWS — '92

Oct. 2-25 — State Fair of Texas Auto Show, Fair Park, Dallas, (214) 421-8728

Oct. 8-18 — Paris auto show, Paris, (1) 47 23 59 40

Oct. 13-25 — Los Angeles Recreation Vehicle Show, Recreation Vehicle Industry Association, Fairplex exposition complex, Pomona, Calif., (703) 620-6003

Oct. 15-18 — Auto Expo '93, Long Island's International New Car Show, Nassau Veterans Memorial Coliseum, Uniondale, (516) 368-8000

Oct. 16-18 — Northwood Institute Automotive Industry Show, Northwood Institute, Midland, Mich., (517) 837-4237

Oct. 23-Nov. 1 — South Florida International Auto Show, Miami Beach Convention Center, Miami Beach, Fla., (305) 758-2643

Oct. 28-Nov. 1 — Autobus RAI, Maastricht Exhibition and Congress Centre, Amsterdam, Netherlands

Oct. 31-Nov. 8 — New England International Auto Show, Bayside Exposition Center, Boston, (800) 732-2914

Nov. 6-8 — Auto Expo '93, Southern Connecticut's International New Car Show, New Haven Veterans Memorial Coliseum, New Haven, Conn., (516) 368-8000

Nov. 6-8 — Rhode Island Auto Show, Providence Civic Center, Providence, R.I., (800) 345-1487

Nov. 11-15— Florida International New Car Show, Tampa Convention Center, Tampa, Fla., (800) 345-1487

Nov. 11-15 — Greater Sacramento International Auto Show, California Exposition & State Fairgrounds, Sacramento, Calif., (800) 732-2914

Nov. 12-15 — Massachusetts International Auto Show, Centrum, Worcester, Mass., (508) 752-5240

Nov. 12-15 — Auto Expo '93, Northern New Jersey's International New Car Show, Meadowlands Convention Center, Secaucus, N.J., (516) 368-8000

Nov. 19-22 — Jacksonville International Auto Show, Prime F. Osborn III Convention Center, Jacksonville, Fla., (800) 345-1487

Nov. 20-22 — Hampton Roads International Auto Show, Pavilion Virginia Beach Convention Center, Virginia Beach, Va., (800) 345-1487

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
FORD		
Lorain, Ohio	8/3, 8/10, 8/17	3,800
Ford Thunderbird		
Mercury Cougar		
Norfolk, Va.	8/3	3,200
Ford F series		
Wayne, Mich.	8/3	5,700
Ford Escort		
Edison, N.J.		*
Ford Ranger		
Twin Cities (St. Paul, Minn.)		*
Ford F series		
Ford Ranger		
GENERAL MOTORS		
Willow Run, Mich.	8/3, 8/10, 8/17	
Buick Roadmaster Estate wgn.		200
Chevrolet Caprice sedan & wgn.		1,500
Olds. Custom Cruiser wgn.		0
Doraville, Ga.	8/3, 8/10	
Olds. Cutlass Supreme		1,300
Pontiac, Mich. (West)	8/3	
Chevrolet S10 pickup		880
GMC Sonoma		450
Chevrolet S10 Blazer		330
GMC S15 Jimmy		245
Total U.S. car		**12,500**
Total U.S. truck		**5,105**
Total units lost week of 8/3		**17,605**

*Plant closed until September for model changeover

Source: Automotive News Data Center

Ky. antes up $44 million for Ford

FRANKFORT, Ky. — Kentucky has put together a $44.3 million package of tax abatements, grants and employment services to persuade Ford Motor Co. to expand its Louisville assembly plant.

Ford plans a $650 million, 1 million-square-foot addition. Employment would grow by 1,400 with a payroll of $60 million annually. First phase construction is slated to start in August.

The company announced expansion plans in April and has been negotiating incentives since. First phase expansion will allow production by October 1993 of 300 F-series Super Duty commercial and RV chassis, F-350 Chassis Cabs, and F-350 Crew Cab pickups.

The biggest part of the incentive package are corporate tax abatements totaling $32 million. Those tax credits will be available to the company over 10 years.

Kentucky expects to get back its money 10-fold in increased tax revenues, said Lt. Gov. Paul Patton, who also heads the state's Economic Development Cabinet.

Patton said, "This package is consistent with what will be offered to other companies in the future."

— *The Associated Press*

Chrysler makes Mexico executive a vice president

HIGHLAND PARK, Mich. — Carlos Lobo, president and managing director of Chrysler de Mexico S.A., has been elected a vice president of Chrysler Corp.

Lobo, 43, will continue reporting to Chrysler President Robert Lutz and retain current duties.

Chrysler de Mexico employs 11,000 and produced 195,000 vehicles for Mexico and North America last year.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 7/27-8/1/92	Actual 7/20-7/25/92	July Est.	Year 1/1-8/1/92	Year 1/1-8/3/91
Concorde (Can.)	518	261	787	793	0
LeBaron J	0	0	3,568	33,743	18,697
New Yorker	0	0	357	9,123	4,773
Fifth Avenue	925	0	2,554	22,395	20,697
Imperial	100	0	141	2,860	4,563
Town & Country (trk.)	0	0	1,010	9,041	1,941
Total Chrysler Div.	**1,543**	**261**	**8,417**	**77,955**	**50,671**
Sundance	1,825	1,537	3,943	34,680	28,607
Acclaim	0	0	3,593	43,185	48,338
Voyager (trk.)	1,000	0	5,636	55,474	54,717
Voyager (Can. trk.)	2,676	2,219	6,095	74,339	61,237
Total Plymouth	**5,501**	**3,756**	**19,267**	**207,678**	**192,899**
Intrepid (Can.)	278	257	1,013	1,089	0
Daytona	550	480	1,030	7,904	4,936
Shadow	1,900	1,635	4,638	55,748	33,903
Dynasty	1,775	0	4,891	49,117	66,450
Spirit	0	0	3,817	42,047	43,369
Viper	8	6	32	91	0
Monaco (Can.)	0	0	0	0	5,343
Caravan (trk.)	2,500	0	9,017	73,986	65,183
Caravan (Can. trk.)	2,679	2,378	6,328	97,121	81,711
Caravan C/V (trk.)	0	0	38	1,875	2,109
Caravan C/V (Can. trk.)	0	0	0	4,395	11,862
Dakota (trk.)	2,375	0	6,883	79,420	46,032
Ram pickup (trk.)	725	2	1,558	32,820	46,082
Ram wagon (Can. trk.)	315	0	831	13,520	12,647
Ram van (Can. trk.)	1,449	0	3,767	39,336	23,310
Total Dodge	**14,554**	**4,758**	**43,843**	**498,449**	**442,937**
Vision (Can.)	0	0	298	365	0
Premier (Can.)	0	0	0	0	5,630
Cherokee (trk.)	2,975	2,948	10,667	77,628	72,622
Comanche (trk.)	0	0	0	915	2,877
Grand Cherokee (trk.)*	1,600	1,645	5,858	39,688	1,560
Briarwood (trk.)	0	0	0	325	1,501
Wrangler (trk.)	500	267	767	767	0
Wrangler (Can trk.)	0	0	0	29,026	33,691
Total Jeep-Eagle	**5,075**	**4,860**	**17,590**	**148,714**	**117,881**
Total U.S. car	**7,083**	**3,658**	**28,564**	**306,893**	**274,333**
Total Can. car	**796**	**518**	**2,098**	**2,227**	**18,973**
Total U.S. truck	**11,675**	**4,862**	**41,435**	**371,939**	**294,624**
Total Can. truck	**7,119**	**4,597**	**17,021**	**257,737**	**224,458**
CHRYSLER CORP.	**26,673**	**13,635**	**89,118**	**932,796**	**804,388**
Escort	0	5,860	11,652	103,473	118,730
Mustang	2,800	2,517	5,317	56,079	49,822
Tempo	3,496	3,408	10,254	80,020	66,433
Tempo (Can.)	3,355	0	4,972	71,747	62,846
Taurus	8,279	9,837	27,474	229,445	188,652
Thunderbird	2,078	2,154	6,432	52,370	45,656
Crown Victoria (Can.)	2,975	0	7,419	64,237	52,789
Aerostar (trk.)	4,200	4,100	12,406	107,239	97,219
Bronco (trk.)	674	732	2,121	14,103	8,740
Explorer (trk.)	6,699	6,617	19,780	179,366	153,912
Mazda Navajo (trk.)	0	0	0	2,982	5,871
Econoline (trk.)	4,481	4,374	13,051	113,843	81,547
Heavy (trk.)	0	1,000	1,961	25,392	20,982
Light truck (trk.)	9,597	9,878	25,776	257,627	174,447
Light truck (Can. trk.)	0	0	1,478	76,328	58,154
Ranger (trk.)	1,723	1,661	5,032	155,420	150,436
Total Ford Division	**50,357**	**52,138**	**155,123**	**1,589,671**	**1,336,236**
Topaz	1,464	1,512	4,430	35,389	28,824
Topaz (Can.)	1,340	0	2,027	28,580	20,408
Cougar	1,266	1,450	4,014	34,226	37,137
Sable	2,660	2,864	8,600	75,482	62,809
Grand Marquis (Can.)	2,825	0	7,251	60,850	54,448
Mercury Villager (trk.)	506	426	1,276	3,524	0
Nissan Quest (trk.)	323	248	826	2,098	0
Total Mercury	**10,384**	**6,500**	**28,424**	**240,149**	**203,626**
Continental	741	842	2,430	22,352	32,892
Mark VII	0	0	0	2,375	5,764
Town Car	2,223	2,542	7,308	66,996	77,378
Total Lincoln	**2,964**	**3,384**	**9,738**	**91,723**	**116,034**
Total L-M Division	**13,348**	**9,884**	**38,162**	**331,872**	**319,660**
Total U.S. car	**25,007**	**32,986**	**87,911**	**758,287**	**714,097**
Total Can. car	**10,495**	**0**	**21,689**	**225,414**	**190,491**
Total U.S. truck	**28,283**	**29,036**	**82,229**	**961,594**	**693,154**
Total Can. truck	**0**	**0**	**1,478**	**76,328**	**58,154**
FORD MOTOR CO.	**63,795**	**62,022**	**193,288**	**1,921,543**	**1,655,896**
Skylark	0	0	2,125	34,413	27,510
Century	0	0	3,604	48,903	52,092
Regal (Can.)	0	0	6,465	59,776	70,437
Riviera	0	0	705	7,246	13,518
Park Avenue	0	0	3,546	34,770	66,272
LeSabre	0	0	10,013	93,768	32,583
Roadmaster sedan	0	0	2,643	25,325	13,592
Roadmaster wagon	0	0	414	6,657	16,848
Reatta	0	0	0	0	1,206
Total Buick	**0**	**0**	**29,515**	**310,858**	**294,058**
Eldorado	0	0	1,230	21,275	6,517
Seville	0	0	2,741	31,116	14,197
Brougham	0	0	0	2,170	10,857
DeVille	0	0	824	64,013	88,153
Allante	0	0	159	1,099	1,881
Total Cadillac	**0**	**0**	**4,954**	**119,673**	**121,605**
Cavalier	0	0	9,405	127,664	155,031
Camaro	0	0	4,287	40,806	29,600
Corsica-Beretta	0	0	10,608	116,140	154,471
Lumina (Can.)	0	0	13,016	139,106	130,664
Caprice	0	0	8,208	70,753	79,466
Corvette	0	0	1,086	12,556	13,135
Astro (trk.)	0	0	6,654	85,327	52,560
Blazer (trk.)	0	0	1,226	13,596	5,140
Lumina APV (trk.)	0	0	3,092	27,299	24,370
Mediums (trk.)	0	0	510	4,001	863
P-model (trk.)	0	0	1,403	14,227	12,118
Pickup (trk.)	0	0	15,650	154,841	166,986
Pickup (Can. trk.)	0	0	7,164	106,484	78,860
S10 (trk.)	0	0	11,277	106,535	150,841
S10 Blazer (trk.)	0	0	6,426	74,237	19,036
Sportsvan (trk.)	0	0	0	11,405	24,593
Sportsvan (Can. trk.)	0	0	3,244	43,989	31,934
Suburban (trk.)	0	0	2,915	29,919	17,666
Total Chevrolet	**0**	**0**	**106,175**	**1,178,985**	**1,147,154**
Achieva/Calais	0	0	6,345	71,233	34,616
Cutlass Ciera	0	0	4,735	74,086	46,785
Cutlass Ciera (Can.)	0	0	0	0	41,089
Cutlass Supreme	0	0	2,478	47,378	62,007
Toronado	0	0	54	3,280	2,843
Eighty Eight	0	0	3,418	41,158	42,966
Custom Cruiser wagon	0	0	0	1,927	5,513
Ninety Eight	0	0	194	17,540	48,061
Silhouette (trk.)	0	0	655	8,938	12,990
Bravada (trk.)	0	0	269	7,166	9,838
Total Oldsmobile	**0**	**0**	**18,149**	**272,705**	**306,798**
Sunbird	0	0	3,543	52,641	71,203
Grand Am	0	0	15,832	144,949	87,061
Firebird	0	0	1,628	14,567	9,828
Grand Prix	0	0	6,412	64,760	60,104
Pontiac 6000	0	0	0	0	13,603
Bonneville	0	0	6,217	57,068	34,457
Trans Sport (trk.)	0	0	3,546	24,683	15,961
Total Pontiac	**0**	**0**	**37,178**	**358,668**	**298,217**
Yukon-Jimmy (trk.)	0	0	452	4,152	1,288
Medium (trk.)	0	0	868	12,257	1,361
P-model (trk.)	0	0	459	1,919	1,675
Pickup (trk.)	0	0	5,309	59,755	74,553
Pickup (Can. trk.)	0	0	2,731	39,017	31,121
Syclone-Sonoma (trk.)	0	0	2,718	28,018	35,938
Typhoon-S15 Jimmy (trk.)	0	0	1,894	23,470	6,787
Safari (trk.)	0	0	2,201	35,171	22,996
Suburban (trk.)	0	0	1,906	18,557	14,646
Vandura (trk.)	0	0	0	5,803	11,209
Vandura (Can. trk.)	0	0	1,472	19,516	13,894
Total GMC	**0**	**0**	**20,010**	**247,635**	**215,468**
Total Saturn†	**0**	**0**	**13,882**	**114,391**	**46,899**
Total U.S. car	**0**	**0**	**126,338**	**1,443,652**	**1,351,875**
Total Can. car	**0**	**0**	**19,481**	**198,882**	**242,210**
Total U.S. truck	**0**	**0**	**89,434**	**751,376**	**683,215**
Total Can. truck	**0**	**0**	**14,611**	**299,006**	**155,809**
GENERAL MOTORS	**0**	**0**	**229,864**	**2,692,916**	**2,433,109**
Can. car	0	0	4,404	61,342	66,770
Can. trk.	0	0	2,772	37,906	29,573
CAMI*	**0**	**0**	**7,176**	**99,248**	**96,343**
DIAMOND-STAR*	**2,174**	**2,236**	**8,985**	**85,285**	**91,730**
Civic	2,165	2,205	8,097	57,265	53,281
Civic (Can.)	2,087	2,074	8,259	64,179	63,222
Accord	7,440	7,137	27,432	222,500	211,425
Total U.S. car	**9,605**	**9,342**	**35,529**	**279,765**	**264,706**
Total Can. car	**2,087**	**2,074**	**8,259**	**64,179**	**63,222**
HONDA	**11,692**	**11,416**	**43,788**	**343,944**	**327,928**
HYUNDAI Sonata (Can.)	**0**	**0**	**12**	**6,755**	**16,955**
AUTO ALLIANCE*	**6,970**	**6,420**	**21,812**	**84,155**	**93,138**
U.S. trk.	1,559	1,482	3,796	37,976	43,187
Can. trk.	205	203	516	4,999	4,273
NAVISTAR	**1,764**	**1,685**	**4,312**	**42,975**	**47,460**
Altima	945	661	2,182	2,182	0
Sentra	2,310	2,320	8,771	72,050	77,888
Pickup (trk.)	2,840	2,961	10,688	76,391	76,761
NISSAN	**6,095**	**5,942**	**21,641**	**150,623**	**154,649**
Geo Prizm	1,530	1,561	6,674	51,420	58,565
Toyota Corolla	2,420	2,463	10,610	70,941	64,647
Toyota Pickup (trk.)	1,810	1,793	7,665	35,850	0
NUMMI	**5,760**	**5,817**	**24,948**	**158,211**	**123,212**
Legacy	1,184	1,153	4,173	34,344	33,602
Pickup (trk.)	568	434	1,772	13,604	0
Rodeo (trk.)	912	934	3,127	24,423	0
Total U.S. car	**1,184**	**1,153**	**4,173**	**34,344**	**33,602**
Total U.S. trk.	**1,480**	**1,368**	**4,899**	**38,027**	**30,906**
SUBARU-ISUZU	**2,664**	**2,521**	**9,072**	**72,371**	**64,508**
Camry	4,904	4,944	19,259	140,983	128,546
Corolla (Can.)	1,500	1,496	6,336	44,097	38,190
TOYOTA	**6,404**	**6,440**	**25,595**	**185,080**	**166,736**
VOLVO 740, 940 (Can.)	**0**	**44**	**388**	**3,915**	**5,145**
AM GENERAL (trk.)	**300**	**300**	**1,380**	**10,880**	**12,850**
MISCELLANEOUS (trk.)**	**1,920**	**1,920**	**8,832**	**69,120**	**79,320**
Total U.S. car	**64,132**	**67,744**	**388,787**	**3,303,797**	**3,153,127**
Total Canada car	**14,878**	**4,132**	**62,639**	**606,811**	**633,956**
Total U.S.-Canada car	**79,010**	**71,876**	**423,426**	**3,910,608**	**3,787,083**
Total U.S. truck	**49,787**	**43,722**	**230,357**	**2,253,973**	**1,913,217**
Total Canada truck	**7,324**	**4,800**	**35,399**	**585,976**	**472,267**
Total U.S.-Canada truck	**57,111**	**48,522**	**266,757**	**2,839,949**	**2,385,484**
TOTAL U.S.	**113,919**	**111,466**	**591,144**	**5,556,870**	**5,066,344**
TOTAL CANADA	**22,202**	**8,932**	**98,038**	**1,192,787**	**1,106,223**
TOTAL U.S.-CANADA CAR & TRUCK	**136,121**	**120,398**	**689,182**	**6,749,657**	**6,172,567**

e-Estimate

*1991 figures reflect Grand Wagoneer production.

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Source: Automotive News Data Center.

Car build dwindles to 64,000

GWENDOLYN ZONGHETTI
Special Correspondent

The first week of Jeep Wrangler production in the United States brought output of 267, and the total almost doubled, to 500, in last week's second try. The Wrangler sport-utility has joined the Jeep Cherokee at Chrysler Corp.'s Toledo, Ohio, facility.

U.S. car production last week was scheduled at 64,132, down 5.3 percent from the prior week and 16.7 percent from 1991.

Year-to-date auto production in the United States is 3,303,797, up 4.8 percent from the same point in 1991.

In Canada last week, car production was estimated at 14,878, which was 3½ times the 4,132 assembled the previous week.

So far this year, Canada has produced 606,811 cars, down 4.3 percent from the 1991 period.

Truck production in the United States was 49,787, up 13.9 percent from the prior week and 14.9 percent over the year-ago week.

This year, 2,253,073 trucks have been assembled in the United States, up 17.8 percent over last year.

Canadian plants assembled an estimated 7,324 trucks, a 52.6 percent jump above the prior week, but a 25.5 percent fall from the year-ago week.

Year-to-date truck production in Canada is 585,976, up 24.1 percent over 1991.

Last week's estimated daily build rate of cars and trucks in the United States and Canada was 27,224, up 13.1 percent from the prior week but down 1.6 percent from the 1991 week.

Scheduled car and truck production was shared as follows:

Ford Motor Co., 46.6 percent; Chrysler Corp., 16.5 percent; Honda of America Manufacturing Inc., 8.4 percent; Auto Alliance International Inc., 6.1 percent; Nissan Motor Manufacturing Corp. U.S.A., 5.4 percent; New United Motor Manufacturing Inc., 5.1 percent; Toyota Motor Manufacturing (U.S.A.), 4.3 percent; Subaru-Isuzu Automotive Inc., 2.3 percent; Diamond-Star Motors Corp., 1.9 percent; miscellaneous, 1.7 percent; Navistar International Corp., 1.4 percent; and AM General, 0.3 percent.

General Motors assembly plants in the United States and Canada resume production today after a two-week vacation.

Last week, Ford slated daily overtime at its Chicago car plant, its Louisville, Ky., truck plant and its Kansas City. Mo., car-truck plant.

Ford's St. Louis truck plant worked two shifts of overtime last Saturday and will work three seven-hour shifts daily this week.

All Ford plants in Canada and the Toyota plant in Cambridge, Ontario, are closed today in observance of a civic holiday.

Chrysler's St. Louis and Windsor, Ontario, truck plants are scheduled to work overtime next Saturday.